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REPORT OF PROGRESS OF FARM-MANAGEMENT EXTENSION WORK, 1926

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In a summary of the farm-management extension work for the past year, it is evident that the State programs are becoming more stable and the field of activity more clearly outlined. Results are apparent that there is more general uniformity in lines of work and objectives. The development from the standpoint of personnel has been more along the line of increased efficiency of present personnel than of any outstanding increase in numbers. During the year, the resignations were as follows: J. D. Pope of Alabama, H. P. Young of Vermont, and R. F. Taber and E. J. Utz of Ohio. The States of Tennessee and Oklahoma took up the work during the year. In Tennessee Mr. J. C. McAnis, the present crop specialist, devoted part of his year's activities to farm-management extension work, and in October Mr. T. S. Thorfinnson, formerly assistant farm-management demonstrator in North Dakota, accepted the position of farm-management demonstrator in Oklahoma. Since in a few of these States there was some lapse between the time of the resignation and the new appointment, and also since in the State of Tennessee Mr. McAnis gives only part of his time to the work and in Oklahoma the work was not started until October, the amount of time available for the work in the sum total was practically the same as for 1925.

Important Considerations in Developing Programs and Plans of Work

Continued emphasis is placed on the following considerations in developing a farm-management extension program:

1. The necessity of reaching as large a number of people as possible.
2. The necessity of touching in some manner all the broader State problems of farm management.
3. The necessity of building for the future as well as giving immediate results.
4. The necessity of distributing the work as evenly as possible throughout the year.
5. The necessity of making greater use of farm-business and related economic facts in sound extension program building.

The scope of the field work is divided into four lines of activity:

1. Farm accounts and farm organization,
2. Enterprise efficiency and cost accounts,
3. Dissemination of timely economic information,
4. Aid in the development of sound extension programs.

This procedure has resulted in the concerted effort of the men in practically every State on the following points:

1. Continued thought and emphasis on definiteness of program,
2. The importance of more advanced work on projects,
3. Developing projects that may be widely applied,
4. Organized work for the best distribution of time.

The Activities of Farm-Management Demonstrators

The following table gives a statistical summary of the work as reported by farm-management demonstrators over the last five years:

Statistical Summary of Farm-Management Extension, 1922-1926

Activity	: 1922	: 1923	: 1924	: 1925	: 1926
Number of States.....	27:	28:	29:	30:	31
Farmers obtaining farm-account books through :	:	:	:	:	:
Extension Service.....	62,734:	69,282:	77,813:	84,515:	91,152
Farm-account books summarized for extension :	:	:	:	:	:
use.....	2,679:	2,974:	3,420:	3,778:	4,545
Farm-management and farm-accounting schools...:	814:	809:	911:	930:	1,099
Total attendance.....	23,325:	18,440:	15,567:	15,217:	20,160
Farm-account and cost-account summarizing :	:	:	:	:	:
schools.....	79:	156:	136:	132:	120
Total attendance.....	928:	1,462:	959:	902:	710
Crop and livestock enterprise records :	:	:	:	:	:
obtained and summarized.....	2,159:	3,615:	5,139:	5,402:	5,904
Crop and livestock survey records obtained :	:	:	:	:	:
and summarized.....	1,612:	487:	858:	1,353:	1,186
Farm-business analysis survey records :	:	:	:	:	:
obtained and summarized.....	2,026:	1,927:	1,561:	1,572:	1,955
Farm-management tours.....	36:	41:	60:	76:	68
Total attendance.....	4,721:	2,681:	2,813:	4,373:	2,391
Fair exhibits.....	51:	53:	53:	71:	116
Adult and junior farm-management clubs.....	103:	144:	122:	139:	185
Membership.....	1,283:	1,798:	1,674:	1,913:	3,098
Farm-management meetings.....	1,471:	1,557:	1,955:	2,415:	2,393
Total attendance.....	63,628:	81,693:	71,547:	100,092:	106,694
News articles written.....	356:	473:	518:	1,087:	1,094
Bulletins, circulars, and reports prepared...:	81:	86:	111:	71:	252
Summary: :	:	:	:	:	:
Total meetings conducted.....	2,400:	2,863:	3,062:	3,553:	3,660
Total attendance at these meetings.....	92,802:	104,276:	90,886:	121,584:	129,955
Total farm-business and enterprise-cost :	:	:	:	:	:
accounts obtained and summarized for :	:	:	:	:	:
extension use.....	3,476:	9,003:	10,978:	12,105:	13,690
States publishing monthly agricultural :	:	:	:	:	:
situation.....	1:	3:	4:	9:	12
Days in field per worker.....	---:	---:	131:	141:	140
States conducting farm-management tours.....:	4:	7:	9:	13:	11
States conducting farm-account schools.....:	23:	25:	26:	26:	26
States with boys' and girls' farm-account :	:	:	:	:	:
clubs.....	3:	5:	6:	7:	7
States with farm-account work in district :	:	:	:	:	:
schools.....	2:	4:	5:	8:	10
Number of pupils taught farm-accounting in :	:	:	:	:	:
district schools.....	---:	---:	---:	18,194:	23,485
Circular letters prepared per State reporting: :	---:	---:	---:	---:	21
" " distributed" " " :	---:	---:	---:	---:	5,772
Radio talks given.....	---:	---:	---:	---:	52

Briefly, this table shows developments as follows:

1. The farm-account project continues growing. In 1925, 300 counties had organized account work and in 35 counties the farm-account cooperators exceed 20 per county. This was increased to 340 counties in 1926 with 58 counties having more than 20 accounts completed. A total of 91,152 farm-account books were obtained by farmers this past year. Since these books are available only upon the application of farmers and are usually sold rather than given to the farmers, this represents one measure of the interest of farmers in accounting. While neither the county agent nor the farm-management demonstrator can follow up all these books, it has been estimated by the men from different sections of the country that 75 per cent of these books are actually kept by the farmers obtaining them. The number of account books summarized for extension use has increased from 2,679 in 1922 to 4,554 in 1926.
2. The introduction of improved methods of work to give a wider projection to the program is shown in the reports received by the fact that more meetings were conducted with an increased attendance, more exhibits displayed, more news articles distributed, more local leaders trained, and more records obtained and summarized. The records were also more carefully summarized and given wider use as illustrations and demonstrations of possibilities in improved farm management.
3. Five additional States conducted agricultural outlook meetings.
4. One hundred and forty days per worker were spent in the field.
5. Three additional States began publishing the monthly agricultural situation during the year.
6. Two additional States introduced farm accounting in the rural schools.
7. A number of States participated more actively in the work designed to aid in extension program building.

Table 2. -- Statistical Summary of Farm-management Extension, 1923 to 1926
(Prepared from reports of county agricultural agents, 48 States)

Item		Total number			
		1923	1924	1925	1926
Method demonstrations given in farm management*.....	---	5,803	7,204	7,481	
Farmers keeping records in account books.....	16,164	16,835	16,527	21,085	
Farmers assisted in summarizing and interpreting their	:	:	:	:	
accounts.....	8,919	8,726	9,344	10,480	
Farmers making changes in their business as a result of:	:	:	:	:	
keeping accounts.....	6,998	6,364	7,554	9,443	
Other farmers adopting cropping, livestock, or complete	:	:	:	:	
farming systems.....	21,710	23,910	24,141	23,596	
Farmers advised relative to leases.....	9,546	11,898	9,117	10,554	
Farm-management and farm-account schools held.....	1,131	1,240	1,123	1,107	
Farmers assisted in keeping cost-of-production records..	14,308	15,504	15,670	16,679	
Total farms adopting improved practices relative to	:	:	:	:	
farm-management work*	---	63,929	54,116	56,232	
Farm-loan or other credit associations organized this	:	:	:	:	
year.....	323	386	183	216	
Membership in such associations.....	14,227	6,999	6,653	3,329	
Other farmers assisted in obtaining credit.....	10,342	12,124	9,122	8,590	

* Not reported for 1923.

Farm-Management Activities of County Agricultural Agents

Table 2 carries a statistical summary of the work of the county agricultural agents along farm-management lines from 1923 to 1926. Briefly, this table shows the following results:

1. Method demonstrations increased from 5,803 in 1924 to 7,481 in 1926.
2. An increase of 27 per cent in the number of farmers aided in keeping farm accounts and 12 per cent increase also in the number assisted in summarizing their accounts.
3. Some decrease in adopted improved farm-management practices by farmers and in farm-management and farm-account schools held.
4. Continued interest by farmers in keeping and summarizing cost-of-production records. In this respect 16,679 farmers were aided.
5. The total number of farmers adopting improved practices relative to farm-management work as reported by the county agents was 56,232.
6. A decreased interest of farmers in joining farm-loan or other credit associations as compared with three years ago. This indicates that farmers are not so concerned in ways of borrowing money as they are in improved practices for making more money. It is also an indication that conditions, although not satisfactory, are much improved over 3 to 5 years ago.

Some Examples of Work

The work, to be effective and show growth, must be presented in such a form that farmers may understand what possibilities the work holds for them and also how improvements in their business can be obtained. As years of experience are added in conducting the work, the result demonstrations become more convincing and effective. For example, Mr. C. R. Arnold gives the following definite results of work from Franklin County, Ohio, where 5 farmers have cooperated each year for 5 years. The figures show the average labor income of these farmers.

1922	\$ 887
1923	1,179
1924	1,422
1925	2,949

In Henry County, there are 8 men who have been in the work continuously for 4 years. The following is a record of the average cash receipts above cash expenses for each year.

1921	\$1,551
1922	1,738
1923	2,357
1924	2,757

In the case of these men in Henry County, both receipts and expenses were adjusted to a uniform price per uniform expense for the four-year period. A study of the records shows the following changes in farm management during that period.

1. The acreage of crop land in legumes was increased from 4 to 24 per cent. This has been done by increasing the acreage of sweet clover and soybeans and without decreasing the acreage of corn.

2. The income from sugar beets and cloverseed was increased from \$110 per farm in 1921 to \$626 in 1924.

3. The income from livestock and livestock products has been increased 66 per cent through an increase from 121 to 227 hens per farm and from $3\frac{1}{2}$ to 6 brood sows per farm. In addition, there has been a marked increase in production per hen and per cow.

4. The spring grain has been decreased, and the winter-wheat acreage has been decidedly increased.

Mr. Manchester in Connecticut reports an analysis of financial records of the members of young farmers' clubs who have been in the work for a period of three years. The average farm income of all members of these clubs whose incomes in 1923 did not exceed \$2,000 has been as follows for the three years:

1923.....	\$1,126.63
1924.....	1,481.06
1925.....	2,125.77

Mr. Moffitt in Pennsylvania reports the following results from cost of milk production records kept by a group of farmers in Cumberland County over a six-year period. The table shows the summary of results for the first year of this work, 1921, as compared with the year 1926.

	<u>1921</u>	<u>1926</u>
Average cost per hundred pounds of milk.....	\$3.48	\$2.22
Average cost per quart of milk.....	.074	.048
Average cost per pound of butterfat.....	.90	.51
Average number of pounds of milk per cow.....	8,300	9,777
Average number of pounds of butterfat per cow....	285	349

The statistics from Ohio, Connecticut, and Pennsylvania are given as an illustration of the type of material that is now becoming available in the various States in much larger quantities than in previous years and is effective in its appeal to the farmer. To be most effective, the methods of work must also be so planned and carried out to enable the widest possible spread of influence considering the means and agencies available.

The work reported by Mr. L. W. Fluharty from California is cited as an illustration of the wide dissemination of the results of demonstrations. We quote from Mr. Fluharty's report as follows: "Farm advisers have devoted more time to the use of economic material than ever before. There is also an increased interest among farmers of the State. This interest is especially keen in enterprise cost studies. Reports from 25 counties indicate that 201 different communities participated in the work in economics during 1926. In 18 of these counties, 315 local leaders assisted the county agent. This is an increase of 7 counties and 253 local leaders over last year. Specialists in agricultural economics and farm management have worked $81\frac{1}{2}$ days in 18 counties, while the county agents in 26 counties have devoted $256\frac{1}{2}$ days to work in economics. Five counties report 134 result demonstrations completed or carried throughout the year. In 2 counties 2 meetings were held as result demonstrations with an attendance of 198. Nine counties held 26 method-demonstration meetings with an attendance of 835 farmers. In 19 counties, 364 other meetings were held with an attendance of 15,932. A total of 17,013 persons were reached by county agents in this project in 392 meetings during 1926."

Some of the more outstanding things in a few of the States are summarized as follows:

1. More than 1,200 farm accounts were summarized in Illinois for 1926, and 75 counties are starting the work in 1927. "The goal," says Mr. Hudelson, "is a summary of 30 accounts each year in every county."

2. California had 783 farmers start enterprise accounts on 10 commodities in 15 counties, and 619 completed in 1926. For 1927, they report 27 counties cooperating with 14 commodities represented.

3. Oregon had a farm-management demonstration team in junior club work in 1926 that took first place in State competition and fifth place at the Pacific International Livestock Show.

4. Iowa conducted 119 meetings on the hog situation in October and November with an attendance of 2,172. They issue a monthly leaflet on the hog situation in addition to "Agricultural Economic facts," also published monthly. These publications go to several thousand farmers.

5. In Ohio, 52 meetings on the wheat situation were conducted before fall seeding and 69 meetings on the hog situation in September and October. Ohio has about 1,000 local leaders in 60 counties to which they disseminate timely economic material for local meetings and discussions.

6. Simple farm accounts were taught to seventh and eighth-grade pupils in the district schools of 68 Ohio counties and in 39 counties in Iowa. More than 30,000 boys and girls were reached with this work in 10 States.

7. Indiana and New York conducted state-wide farm-inventory campaigns January 1, 1927. It represented the second year in Indiana, and an excellent plan for organizing and conducting farm-inventory campaigns was included in the Indiana annual report for 1926.

8. Aid in State, regional, and county program building was given much emphasis by the farm-management demonstrator in Colorado in 1926. A report entitled "Recommendations Adopted by the San Luis Valley Agricultural Conference" is available and a good example of economic extension work dealing with program building.

9. Kansas has 63 farm-management clubs and reported 242 meetings held with an attendance of 5,670. Many of these club members keep records and are supplied with timely economic material individually. They discuss this material and their accounts at the meetings. Last year, 400 accounts in 16 counties were submitted by club members for summary and analysis.

10. A correspondence course of five lessons on farm records and farm-management was given during the winter of 1925-1926. Of the 516 who sent in enrollment cards for the course, 364 completed the first and 200 the fifth lesson.

11. New York is starting one of the farm-account service and extension projects in one county similar to the Illinois plan, except that these farmers will keep the detailed labor accounts. During last year a total of 305 lectures and demonstrations were given with a total attendance of 13,808.

12. Missouri tried out a method of mail survey for obtaining farm-business records in 5 counties in 1926 and is extending this to 20 counties this year. Agricultural outlook conferences were held in 25 areas with an average attendance of 80 persons.

